

Doing Business with the United States Department of Veterans Affairs



***Fiscal Year 2012
Office of Small & Disadvantaged Business Utilization***





VA's Mission

“To care for him who shall have borne the battle, and for his widow, and his orphan, by serving and honoring the men and women who are America’s veterans.” –

Abraham Lincoln



VA Profile

Who We Are...

- FY 2012 Budget Request - \$132 Billion
- FY 2011 Budget Request – \$125 Billion
- FY 2010 Budget - \$112.8
- FY 2010 - \$15.4 Billion for Supplies/Services
- 23.8 Million+ Veterans; 39.1 Million Family
- 286,000 Employees – 2nd Largest
- 85,428 Volunteers- 11.6 million hours

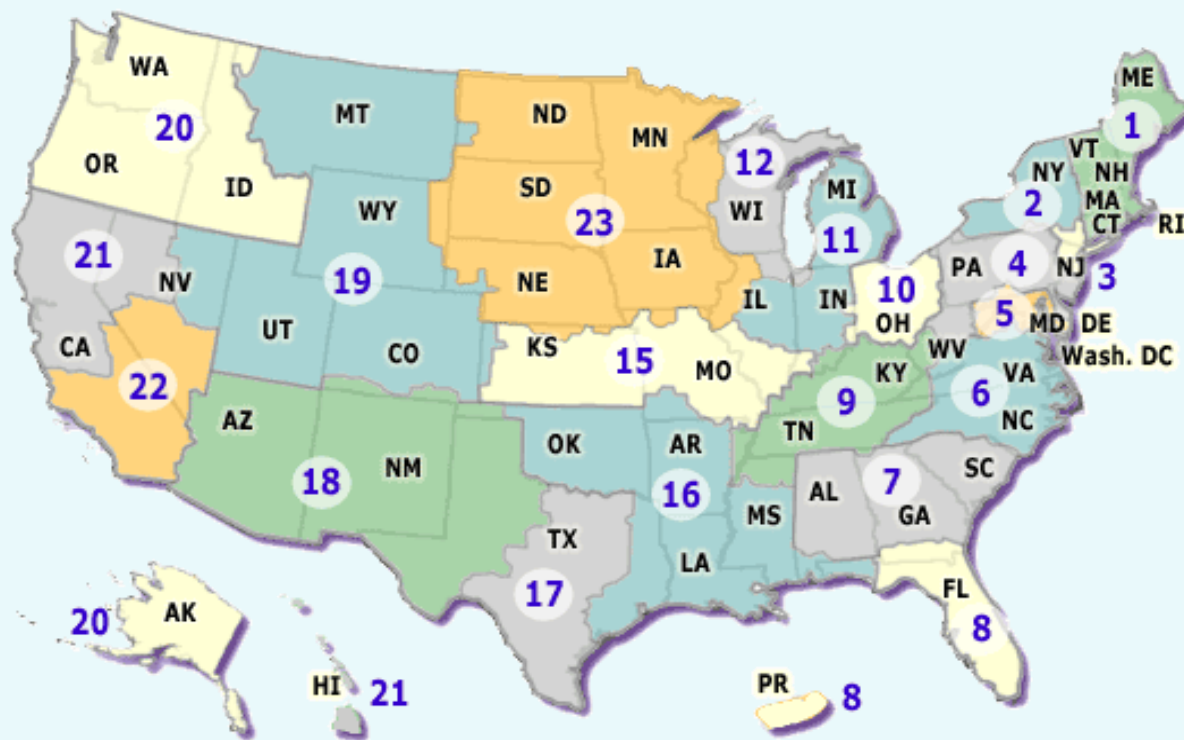


VA Organizational Structure

- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Offices



VHA Structure (Hospital System) – “VISNs” Veterans Integrated Service Networks



21 VETERANS INTEGRATED SERVICE NETWORKS (VISNs). Although you see 23, VISN 13 & 14 have been consolidated to form VISN 23



FY 2010 & 2011 Subcontracting Goals

Category	Secretary's Goals
Small Business	17%
Small Disadvantaged Bus. (including Section 8(a))	5%
Women-Owned SB	5%
Veteran-Owned SB	5%
Service-Disabled Veteran-Owned Small Business	3%
HUBZone Small Business	3%



FY 2010 Goals & Accomplishments

(October 1, 2009 – September 30, 2010)

Category	Secretary's Goals	VA Accomplishments
Small Business	33.5	37.3%
Small Disadvantaged Bus. (including Section 8(a))	5%	9.1%
Women-Owned SB	5%	3.3%
Veteran-Owned SB	12%	23.0%
Service-Disabled Veteran- Owned Small Business	10%	20.0%
HUBZone Small Business	3%	2.1%



FY 2011 Goals & Accomplishments

(October 1, 2010 – September 30, 2011)

Category	Secretary's Goals	
Small Business	33.5%	36.0%
Veteran-Owned SB	12%	21.8%
Service-Disabled Veteran-Owned Small Business	10%	19.5%
Small Disadvantaged Bus. (including Section 8(a))	5%	8.7%
Women-Owned SB	5%	3.9%
HUBZone Small Business	3%	2.3%



What VA Buys

- Information Technology
 - Hardware, Software, Maintenance & Other Services
- Medical, Dental and Veterinary Equipment & Supplies, Pharmaceuticals (FSG 65)
- Instruments & Laboratory Equip (FSG 66)
- Perishable and Non-Perishable Subsistence



What VA Buys (cont.)

- Nursing Home Services
- Prescription Eyeglasses
- Readjustment Counseling Services
- Home Oxygen & Medical Gases
- Security Services



What VA Buys (cont.)

- Medical Transcription Services
- Interment Flags
- Grounds Maintenance
- Transportation Services
- Grave Markers & Headstones
- Integrated Pest Management Svcs.



What VA Buys (cont.)

- Trash, Garbage & Infectious Waste Disposal
- Architect & Engineer Services
- Construction Services
- Office Supplies & Equipment
- Office Equipment Maintenance
- Consulting & Advisory Services



How VA Buys

- Prime Vendor Programs
 - Med/Surg
 - Pharmaceutical
 - Subsistence
- National Contracts



How VA Acquires IT

- NASA SEWP* (www.sewp.nasa.gov)
- VETS-GWAC** (www.gsa.gov/vetsgwac)
- GITSS** (www.buyit.gov)
- FSS (www.fss.gsa.gov)
- Open Market (FAR Parts 12, 13, 14 & 15)
- T-4

*Mandatory Use

**Preferred Acquisition Method



Who Buys in VA.....

- VA Medical Centers
- Veterans Integrated Service Networks
- VA National Acquisition Center (NAC)
- Office of Acquisition, Logistics & Construction
- VA National Cemetery Administration
- VA Franchise Data Center, Austin, TX
- VA Office of Administration
- VA Acquisition and Logistics Center
- VA Technology Acquisition Center



Veteran Entrepreneurship

1. P.L. 106-50, Veterans Entrepreneurship & Small Business Development Act of 1999
2. P.L. 108-183, Veterans Benefits Act of 2003
3. Executive Order 13360, the Service-Disabled Veterans Executive Order (October 20, 2004)



Veteran Entrepreneurship

4. P.L. 109-461, Veterans Benefits, Healthcare & Information Technology Act of 2006), December 22, 2006; Effective June 20, 2007
5. The Veterans Small Business Verification Act (P.L. 111-275, Section 104); signed October 13, 2010



VA Hierarchy of Small Business Programs* (Open Market Acquisitions**)

1. Service-disabled veteran-owned firms***
2. Veteran-owned firms***
3. HUBZone firms and 8(a) participants (tied)
4. All others (including general small business)

*P.L. 109-461

***Not applicable to FAR Part 8 Acquisitions*

***Registered in VIP & Verified by VA



P.L. 109-461 Set-Aside Authorities

SDVOSB:

- Competitive – Unlimited by dollar value
- Sole-Source –
 - (i) \$6 million for a requirement within the NAICS codes for manufacturing; or
 - (ii) \$3.5 million for a requirement within any other NAICS code

VOSB:

- Competitive – Unlimited by dollar value
- Sole Source – Limited to \$5 million



VA's P.L. 109-461 Verification Program

Who may apply:

Owners who are veterans, service-disabled veterans, or eligible surviving spouses

Eligible Term:

One year with no change in ownership



Verification Logos



*These are the officially recognized symbols
issued to only Verified Veterans and
Service-Disabled Veterans Small businesses!*



Mentor Protégé Program

- VA's Mentor Protégé Program provides developmental assistance to Service Disabled Veteran Owned Small Businesses (SDVOSB) and Veteran Owned Small Businesses (VOSB) that will enhance their capabilities to perform as prime contractors and subcontractors on VA procurements.



Mentor Protégé Program

- Protégé firms must be Verified Service Disabled Veteran Owned Small Business or Veteran Owned Small Business listed in the Vendor Information Pages (VIP) database
- Large businesses prime contractors serving as Mentors under VA's Mentor Protégé Program may receive additional subcontracting plan credit towards a specific VA contract
- Note: To learn more about the VA's Mentor-Protégé Program visit our website:
www.va.gov/osdbu/veteran/mpp.asp



Federal Contractor Certification

- Joint Project of CVE and APTAC with the assistance DAU
- Implemented July 27, 2009
- Four Levels of Certifications
- Register with nearest participating PTAC
- Visit **www.aptac-us.org** for more information



For additional Prime & Subcontracting Opportunities visit these sites.....

- Open market acquisitions & contract awards published in the Federal Business Opportunities System (www.fbo.gov)
- VA Forecast of Contracting Opportunities (www.va.gov/osdbu)
- VA subcontracting opportunities (www.va.gov/osdbu)
- Federal Procurement Data System (FPDS) (<https://fpds.gov>)
- Small Business Administration's Sub-Net (<http://web.sba.gov/subnet/>)





Supplier Relationship Transformation

- Industry Challenge for “Best Ideas”
- Ideas/Concepts to meet VA’s “Top Challenges” and unspecified challenges
- Process to Accept and Evaluate Ideas
- Companies with best ideas invited to brief VA Executives
- <http://www.va.gov/VAi2/>



Improve Your Chances See If You Qualify for Other Programs.....

- Service-Disabled Veteran-Owned Verification*
- Veteran-Owned Verification *
- 8(a) Certification www.sba.gov/content/8a-business-development
- HUBZone Certification www.sba.gov/hubzone
- Federal Supply Schedule (FSS) Contract
- Accept Purchase Cards
- Competitive Pricing
- Take Advantage of Marketing Assistance

*P.L. 109-461 (Register at www.VetBiz.Gov)



For More Information On VA's Small Business Programs
Contact Us at
VA Office of Small & Disadvantaged Business Utilization
1-800-949-8387
202-461-4300
www.va.gov/osdbu



VA Center for Veterans Enterprise
Verification
202-618-3765

